## HOME WANTED BY A BABY-By Dwiggins.



## WASHINGTON PRODUCE.

CONTINUED PROM PAGE TEN.

all; store-packed, per lb., Hall. OHEESE-New York, new, per lb., 19; flat, per ,, 19; Swiss, domestic, per lb., 23; do., foreign, st. b. \*\* CHEESE-New York, new, per 1h., 13; flat, per lb., 19; Swim, domestic, per lb., 13; do., foreign, per lb., 19; Swim, domestic, per lb., 13; do., foreign, per lb., 19; swim, domestic, per lb., 18; do.ks, per lb., 19; chickens, per lb., 1818; ducks, per lb., 1821; do. 19; chickens, per lb., 1821; ducks, per lb., 1841; turkers, per lb., 2822 GREEN GOODS-Yams, per bbl., 1.50a2.5; do., nitive, per bbl., 18a1.5; beans, Florida, per basket, 1.50a2.5; cat. per bbl., 18a1.5; beans, Florida, per basket, 1.50a2.5; cat. per bbl., 18a1.5; beans, Florida, per basket, 1.50a2.5; cat. per bbl., 18a2.5; cat. per bas., 1.18a2.5; per bas., 1.18a2.5; per bas., 1.18a2.5; per bbl., 18a2.5; per bas., 1.18a2.5; per bbl., 18a2.5; per bbl.,

#### HERALD WANT ADS.

HELP WANTED.

WANTED—DOOR MAN. VIRGINIA Theater, 608 Ninth st. nw.

SECRETARIES TRAINED. ALL STUDENTS who register this week, to begin their studies in Pebruary, will be allowed a rebate of 5 per cent. Prospectus free. THE WASHINGTON SCHOOL OF SECRETARIES, 48 5d st. nw.

CLERKS ON MAIL CARS; POSITIONS permanent: advancement certain; examination February 21. I give home study preparation; pay me after appointment. Call or write E. M. MUNCEY, Sie Washington Loan and Trust Bidg.

BOYS OVER 16 AND YOUNG MEN WITH WHEELS CAN EARN 12 UP PER DAY. WESTERN UNION TELE-GRAPH CO., WITH AND F STS.

WANTED-PUPILS IN CHINA PAINTING; B cents lesson; day and night classes. Box 13.

SITUATIONS WANTED. PAINTER, PAPERHANGER, PLAS-terer, and kalsominer wants work. Room papered, \$1; painted, \$2.75. P. GOLDBLATT, 909 22d st. nw.

WINDOW CLEANING.

# Getting a Start NATHANIEL C. FOWLER

DON'T BE A CLOCK MAN (Copyright, 1914.)

TALF of the people in business, and out of it, in the factory, and in the shop, and even in the professions, are clockmen, automatons, who work on schedule, who start on time or behind the profession of the Other hind time, and stop on time. Others think for them. They do what have to do, and are controlled more by instinct than by mind.

Many clockmen are faithful and honest, and may be depended upon to do their prescribed and staked out duty, and neither to loaf nor to spurt. They are of the "stay there" rather than of the "get there" class. They locate themselves within the smallest circle, and either fell the special content of the stay there. er fill the space allotted to them or rattle around in it.

As clockmen go, they earn their living and are usually able to sup-port their families in moderate comfort. They are more or less ac-curately running wheels in the great machine of business and of social life, and few of them run down until they wear out.

You know where they are, you know what they are doing, and you know what they will do. You can diagnose their activity or inactivity, their successes and failures, with a considerable degree of accuracy. You are reasonably sure that they will be trustworthy, and you feel that, collectively, the world can use them to its advantage; yet you, and all thinking others, are of the opinion that not one of them is indispensable. If he drops out, another will take his place, and no-body will notice the change. At best he is a sort of interchangeable part in the machinery of trade, which can be purchased by number in the open market.

in the open market.

Clockmen are human machines, that is all. They are automatic and systematic, each doing his part without thought of connections, each playing his little role upon the stage of the world, taking his cue from the last speaker, without interest in what is to be said by the other actors. Their brains, capable of thinking, think not. Their thinking, think not. hands, competent to do better work. never reach beyond the bench of their self-made or accidental envi-They are guided by hands of the clock, and allow time to master them, without a thought of mastering themselves.

Don't be a clockman. Be a man. be an automatic machine. Think while you work, and under-stand why this is right and why that is wrong. Do as you are told, if you are an employee, but under-stand why, and don't work blindly.

Success depends upon the co-op-eration of brain and hand. Either without the others has little value in any market. Together they are responsible for all accomplishment. Don't watch the clock. The clock will take care of itself.

Watch yourself. Render unto yourself that which is due to yourself, and render unto others that which is due to others, remembering that he who doesn't take care of himself is unfitted, physically and mentally, to take care of others.

## HERALD WANT ADS.

FOR SALE\_FARMS.

## 260 Acres

Fertile, high, rolling, watered loam; nine miles out on Baltimore boulevard; land is worth from \$75 to \$200 cle and R. I. Ave., \$35,000. per acre; three large orchards of about! 2,000 trees and valuable crops; \$5,000 worth of most excellent farm equipment and splendid overseer. Very good 8-room home and elegant farm buildings; soil will bring 14 bbls. corn per acre; fruit worth \$1,000 yearly; asparagus worth \$1,000 yearly; mile and quarter to trolley and steam by a 7-foot brick ornamental wall; roads: \$20,000 for all; third or more cash; balance on long terms.

## GEO. C. WALKER PHONE M. 1139 TO HAVE YOUR WINDOWS cleaned. Acme Window Cleaning Co., 201 G aw. Kenois Bldg. 11th and G Sts. N. W.

#### LOST AND FOUND.

LOST-ONE STENOGRAPHER'S NOTE book on O street, between Thirteenth and Seventh streets, or on a Seventh street or Navy Yard car, en route for House Office Building from Seventh and O streets, Finder please return to MISS EVANS, Apartment No. 1, the Iowa. Thirteenth and O streets, or phone M. 374.

FOR SALE-MISCELLANEOUS.

FOR SALE-FURNITURE, NEW AND slightly used; easy terms if desired, or discount for cash. Save money. Buy at HOPWOOD'S, 8th and K.

FOR SALE-ALMOST NEW PIANO. \$100; cost \$300. Apply 455 Park rd, nw

PLASTERING AND CEMENTING. William M. Minor, plastering, kalsonining, cement-ing, brickwork, and whitewashing; jobbing a spe-cialty, 1423 Church st. nw. Phone North 167

## PERSONALS.

YOU CAN SERVE YOUR GUESTS nothing more suitable than good gingerale; everybody likes it. If you once try 'Gridiron Club' you will use no other. Ask your grocer or druggist for it or phone us for a case of 2 doz. bottles. STANDARD BOTTLING WORKS, Seventh and G sts. ne.

hand Diamonds and Jewelry bought Louis Abrahams, 815 G, opp. Pat. Office MISS CAIN MANICURING AND SCALP TREATMENT, IN TO St. nw., Apartment 1, Open evenings. Phone Main 1626.

MISS WELLS AND ASSISTANT. Hankeuring and scalp treatments N. Y. Ava. M foor front.

WORKINGMEN-BEYOND THE MOST enthusiastic dreams has this business grown: no doubt but this little store sells most to hustlers of the elbow grease; the best buy is a slightly used suit or overcoat, it to 10. See us. One price. JUSTH'S OLD STAND, 619 D.

WINDOW SHADES & SCREENS. Comprehensive assortments in stock and made to order shades, screens, and doors. Price always res-Bu. N. E. Kleeblatt's

PUBLIC STENOGRAPHER.

MISS M. P. HENAULT, PUBLIC stenographer and copyist. Room 223, Woodward Building. Phone M. 5230.

SEWING MACHINES. \$45 DROP-HEAD AUTO LIFT Rotary Standard, \$16 guaranteed practically new; I-drawer \$62 Sings E. E. HARRISS, 200 16th at, nw. Ph. N. 186

BIRDS AND PETS. NORRIS BIRD AND PET STORE.
Charries, perrots, dogs. cats,
guinea pigs. 333 18th st. nw. Phone Col. 16

## HERALD WANT ADS.

FOR SALE-HOUSES.

FOR SALE - HIGH - CLASS RESIdences, finely located-Avenue of the Presidents, Scott Circle and Mass. Ave., \$80,000. Avenue of the Presidents, Scott Cir-

&c., \$30,000. Avenue of the Presidents, north of Scott Circle, \$22,500. Avenue of the Presidents, near P St.,

Connecticut Ave., 15 rooms, garage,

needs remodeling, \$13,000. Beautiful semi-suburban stone and brick house; 18 rooms; large library, parlor, reception hall, dining-room, kitchen and pantries first floor; beauti ful yard, nearly half acre, surrounded fronts attractive street; garage fronting street in rear; will cost \$50,000 to duplicate; price, \$40,000, or exchange for house of 10 or 12 rooms.

WM. H. SAUNDERS & CO., Southern Bldg., 807 15th St.

## LOST-ONE STENOGRAPHER'S NOTE A HOME **BARGAIN**

G Street Between

Bay-window brick dwelling; has SIX nice rooms and bath.

Rented to good tenant. Terms to suit. Apply to

J. LEO KOLB

923 New York Ave.,

or 1237 Wisconsin Ave.

FOR SALE OR EXCHANGE. OR SALE OR EXCHANGE-SEVENTY

acres, free and clear, in Washington, D. C., short distance from Capitol Building, containing six cottages, rented for 890 monthly. Price, 11,000 per acre. HENRY J. STEINBERG, Webster, Mass.

MONEY FOR SALARIED PEOPLE and others upon their own names; cheap rates, easy payments, confidential. WELLS & CO. Room 50; 523 15th 5t nw.

WALL PAPER.

ROOMS PAPERED, \$2 AND 33. PAINTING, \$2.

New spring designs now ready. C. B. THOMPSON & CO., 3139 11th st. nw. Phone Col. 478. PRACTICAL PAPERHANGING, ALL THE latest designs in paper; estimates given; satisfaction guaranteed. Callaway Bros., 229 20th nw. Tel. W. 1549.

PALMISTRY.

MADAM FREEDA Palmist and Card Reader, 1723 8th st. nw. Restores love, gives luck, and reunites the separated. 25 cents. Open Sunday.

MOVING, PACKING, STORING. FREE MOVING FOR STORAGE-Call N. 603 fo estimates. 20 separate rooms. SMITH'S TRANS FER & STORAGE CO., 912 S St. Night Tel. N. 684

PIANO TUNING. PIANO TUNING, S.S.; WORK GUARANTEED 3 years' experience in repair work, T. HOLVER SON, 1221 North Carolina Ave, no. Ltn. 1881.

### HERALD WANT ADS.

REAL ESTATE.

## A HOME BARGAIN

Our advertisement of Saturday did not do full justice to the extraordinary proposition we have to ofter to the alert homeseker. This modern dwelling, built by one of the recognized high-class builders of Washington, is not of the oscal little box houses, carelessly put up for profitable seiling. It is a splendid type of house, well located on a prominent avenue in the northwest, and built as well as it is possible to build. There are six fine, large pooms, an unusually large reception hall, bath, cellar, porches, &c. The equipment is most complete and modern, with hot-sater heat, electric lights, many closest, and refined decorations. It is entirely newhas never been occupied.

The price is the sum of the two existing

has never been occupied.

The price is the sum of the two existing trusts, plus the unpul disterest. There are no extras; we have even waived our usual sales commissions. The buyer is the only one who will profit by the mis.

1311 H STREET N. W.

### MONEY WANTED & TO LOAN.

MONEY ... LOAN ON REAL ESTATE in small and large sums. All transac-tions conducted with economical consid-eration for borrowers. WM. H. SAUN-DERS & CO., Southern Bidg., 807 15th St. MCNEY TO LOAN on approved city real estate at lowest current rates; special privileges with respect to prior payments. Tyler & Rutherford, Inc., 730 15th St. 14th and 15th Streets Northeast.

#### BUSINESS BROKERS.

SEE MARSHALL BUSINESS BROKERS rooming houses, lunchrooms, cigar groceries, theaters, drug stores, as places of all kinds at bargain business places of all kinds at bargain prices. If you have a place to sell list it with us. Special sale, Rooming house, beautiful furniture; must be sold; full of roomers. Lunchroom, best of N. W. location; at your price. Grocery, worth \$250. Rent, \$22. Price, \$150. MARSHALL, BUSINESS BROKERS, \$13. New York are.

## FLOOR OIL.

C. T. HUNTER'S DUST-KILLING FLOOR OIL CONTAINS OLEUM AND WAX
ceps the foors clean and bright and gives them
polished finish.
Good for Your Furniture. Try It:

Telephone Main 5458 BEWARE OF IMITATIONS

## MOTORCYCLES.

EXCEPTIONAL BARGAINS IN USED MOTORcroles; 110-NAL BARMAINS IN USED MOTOR-croles; fully guaranteed; one 1933 twin Merkle; one twin Excelsion, \$150 each; one twin Excelsion, \$149; three twin Excelsion, \$150 each; one twin Excelsion, \$160; 1911 Harley, twin, \$56; 1910 Excelsion, eingle, \$26; 1923 Henderson, \$25. OSBORN & LEISHEAR, Agents for Excelsion and Henderson matorcycles, \$23 9th st. nw.

MATTRESS MAKING.

# HAVE your mattresses renovated at a reliable and long-established place. Gladly furnish estimates. Capital Bed Co., 1211 7th st. North 536.

CLOCK REPAIRING.

WATCH AND CLOCK REPAIRING, Called for and delivered anywhere, M. B. KORMAN, the Washington expert, 66 H St. ne. Phone, Lincoln 2300. AUTOMOBILES.

FOR HIRE.

FIVE-PASSENGER AUTO, 2.00 per hour. Cars Heated. AUTO HIRE CO., Linen 261.

POR HIRE-S-passenger, E.50; I-passenger, E.S. per hour. Powhatan Hotel, 18th & Pa., Main 1997. LIVE STORAGE.
LIVE STORAGE FOR LARGE COMmercial trucks, \$10 to \$15 per month;
touring cars \$5 per month. \$27 \$th st. se.

## HERALD WANT ADS.

Destruction of the second

FOR RENT-APART.-UNFUR. SEVEN-ROOM APARTMENT southern, eastern, and western expos-res. The Wyoming.

TRUSTEES' SALE OF VALUABLE UNIMjewed property, being three lots. By virtue of a
certain deed of trust duly recorded in Laber 2013,
folio 200 et seq. of the land recorde of the District
of Colombia, and at the request of the party secured thereby, the undersigned trustees will sell at
public anction on the premises on the NTH DAY
OF JANUARY, A. D. 1914, at 2 o'clock p. m., the
following described land, situated in the County of
Washington, District of Columbia, and designated
as and being lots numbered one (I), two (2), and
three (3), in block numbered ten (10), now known
as aquare No. 2005, in Congress Heights Subdivision,
plat of which is duly recorded in the office of the
surveyor for the District of Columbia, in county
book 7, page 36. Terms of mic to be one-third cash,
balance in one and two years. JOHN E. MELTON,
CLEMENT B. HILLIARD, Trustees.

## HERALD WANT ADS

LEGAL NOTICES.

C. H. SYME and JAMES FRANCIS SMITH, Attorneys.

SEVEN-ROOM APARTMENT southern, castern, and western exposures. The Wyoming.

FOR RENT—FLATS—COLORED.

FLATS FOR COLORED PEOPLE.

242 17th st. nw.

Beautiful 4-room and bath flats, 114.50 to \$16.50; large yard for drying clothes; high and-healthy; location close to Mount Pleasant cars. See them soon. Apply to D. D. THOMPSON, 1255 F at. nw.

FOR SALE OR RENT.

REAL ESTATE.

GET OUR SALES AND RENT LISTS.

JOHN F. DONOHOE & SONS, 114 Pa. Ave. S. E.

TRUSTEES' SALE.

Arlington Hotel Site,

Fronting Vermont Avenue, H and Streets N. W. Containing Approximately 58,391 Square Feet, at PUBLIC AUCTION, Thursday, January Twenty-ninth, at 11 o'Clock A. M.

Thomas J. Owen & Son, Auctioneers.

By virtue of a certain deed of troot dated Appex 88, 1812, and duly recorded in Liber No. 200.

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Thomas J. Owen & Son, Auctioneers.

By virtue of a certain deed of trust dated Against 28, 1912, and duly recorded in Liber No. 284, folio 2 et 262, of the land records of the District of Columbia, and at the request of the party secured to the secure of the secure of the party to a certain agree party with the content of trust and party to a certain agree party in the content of trust and party to a certain agree party in the content of trust and party to a certain agree party in 1912, and recorded on the content of trust and party to a certain agree party in 1912, and recorded on the content of the premises on the party of the land records and the librarie of Columbia, and a content of trustees will sell at pubble auction in front of the premises on THUISDAT, the treaty-intent day of January, A. D. 1914, at 11 o'clock a. m., the following described libraries of Columbia, and the city of Washington Herald, newspapers published in the all states of Columbia, and the city of Washington Herald, newspapers published in the all states of Columbia, and the city of Washington Herald, newspapers published in the age of the content of the city of Washington Herald, newspapers published in the age of the content of the city of Washington Herald, newspapers published in the age of the content of the city of Washington Herald, newspapers published in the age of the content of the city of Washington Herald, newspapers published in the age of the content of the city of Washington Herald, newspapers published in the age of the content of the city of Washington Herald, newspapers published in the age of the content of the city of Washington Herald, newspapers published in the age of the content of the city of the record of the city of the record of the city of the record of the city of the content of the library of the content of the city of the content of the city of the record of the city of the content of the city of or notes of the purchaser or purchasers, payable on or before January 1, 1917, with interent at 5 per cent from the day of sale, payable semi-annually on June 1 and December 1 of each year, and secured by free and unencumbered flow of the purchase money to be paid in each, or the entire purchase price may be paid in each, at the optimized of the balance of the purchaser. A deposit of \$30,000 in each, hank draft, or certified on the time of sale. Taxes adjusted to the frastees and payable to their order, will be required at the time of sale. Taxes adjusted to day of sale. All conveyancing, recording for sale to be compiled with within 30 days for sale. All conveyancing, recording for sale to be compiled with within 30 days from day of sale, otherwise the property, at the risk and coat of the defaulting purchaser, after ten days and vertisement of such resale in some newspaper or accesspance published in Washington, D. C.

FRESTEES SALE OF VALUABLE UNIM Foved property, being three lots. By ritue of certain deed of trust duly recorded in Liber 51, 5010 39 et seq. of the land records of the District of Columbs, and at the request of the Di

Largest Morning Circulation.

## DOINGS OF THE VAN LOONS.

